

Message Text

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17

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

OC-05 CCO-00 EUR-12 /042 W

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R 070827Z APR 76

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 4295

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E.O. 11652: N/A

TAGS: BEXP, ETEL, SA, US

SUBJECT: AUTOMATIC TELEPHONE SYSTEM (ATP)

REF JIDDA 2366

1. CANADIAN AMBASSADOR CONFIRMED TODAY THAT HIS DCM DELIVERED TO MINISTER OF PTT, DR. 'ALAWI DARWISH KAYYAL, LETTER DEALING WITH ATP. CANADIANS BELIEVE KAYYAL IS EMBARRASSED BY DEVELOPMENTS POSSIBLY INDICATING THAT DECISION TO NEGOTIATE SOLELY WITH PHILIPS MAY HAVE ORIGINATED ELSEWHERE (SEE REFTEL).

2. CANADIANS REPORT THAT ALTHOUGH PHILIPS TEAM IS IN RIYADH AND PRESSURING PTT TO BEGIN NEGOTIATIONS, THE TEAM IS BEING STALLED FOR THE TIME BEING, IN FACT THEY ARE BEING DENIED ACCESS TO THE MINISTRY. GROUNDS ARE THAT PTT IS NOT YET READY TO DISCUSS THE PROJECT-- THAT IT WILL TAKE TWO WEEKS TO COMPLETE TECHNICAL PREPARATIONS.

3. IN THE MEANTIME, DR. KAYYAL IS DUE TO LEAVE FOR AN ARAB TELECOMMUNICATIONS CONFERENCE, AND WILL REPORTEDLY BE OUT OF THE COUNTRY FOR 10 DAYS. THUS IT APPEARS THERE MAY BE OPPORTUNITY FOR OUR POSITION--AS EXPRESSED TO PRINCE FAHD, PRINCE SAU'UD AND DR. KAYYAL TO SINK IN. WE ARE
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PLANNING TO FOLLOW UP. THE DEPARTMENT MAY ALSO WISH

TO SUGGEST TO INTERESTED US COMPANIES THAT THEY
CONTACT KAYYAL AT THE CONFERENCE. IN THAT CASE,
PLEASE REMIND FIRMS THAT THEY SHOULD KEEP IN MIND
THAT DR. KAYYAL MAY BE IN A SOMEWHAT DELICATE POSITION
SINCE WE INFORMED BOTH THE CROWN PRINCE AND THE
FOREIGN MINISTER OF OUR UNHAPPINESS THAT AMERICAN
COMPANIES HAD BEEN EXCLUDED FROM AN OPPORTUNITY
TO PARTICIPATE IN THIS PROJECT. UNFORTUNATELY,
WE HAVE NOT BEEN ABLE TO DETERMINE LOCATION OF
ARAB TELECOMMUNICATIONS MEETING.

COMMENT: EMBASSY UNDERSTANDS THAT ITT AND BELL OF
CANADA HAVE CONTACTED INFLUENTIAL MEMBERS OF ROYAL
FAMILY FOR INTERCESSION IN THIS CASE. THIS MAY BE
DECISIVE FACTOR IN FORCING PTT RECONSIDERATION OF
SOLE SOURCE TACTIC.
PORTER

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